



**Ms. Michelle Tatom, A.A.E.**  
**Director-Office of Small Business Development**

**Service Disabled Veteran Owned Business  
Enterprise (SDVOBE)  
Local Developing Business (LDB)**



The Greater Orlando Aviation Authority (the Authority) is a strong supporter of programs that encourage the inclusion of minorities, women, local, and service disabled owned small businesses in airport contracting.

# Service Disabled Veteran Owned Business Enterprise (SDVOBE)

## [GOAA Policy § 1200.04](#) - Policy Statement

The Service Disabled Veteran Owned Business Enterprise (SDVOBE) Program is designed to promote the development of businesses owned and operated by Service Disabled Veterans. The program will seek to provide full and equal business opportunities to all certified SDVOBEs.

# Service Disabled Veteran Owned Business Enterprise (SDVOBE)

- The SDVOBE must be at least fifty-one percent (51%) owned by one or more veterans or service-disabled veterans; and the management and daily business operations of which are controlled by one or more service-disabled veterans or, for a service-disabled veteran having a permanent and total disability, by a spouse or permanent caregiver of the veteran.
  - Employs 200 or fewer employees;
  - Is organized to engage in commercial transactions;
  - Is Domiciled in the Certification Area (Statewide)

# Local Developing Business (LDB) Program

## GOAA Policy § 1200.01 - Policy Statement

The Local Developing-Business (“LDB”) Program (“Program”) of the Authority is designed to ensure the availability of firms to compete for work at its facilities and promote the development of local businesses to promote the economic vitality and employment opportunities in the Orlando SMSA.

# Local Developing Business (LDB) Program

A LDB is defined as a business concern that is domiciled in the Local Area, meets the Revenue Limitations, and is owned and controlled by one or more individuals whose personal net worth does not exceed the Net Worth Limitation.

- **Local Area:** The Orlando Standard Metropolitan Statistical Area ("Orlando SMSA"). This area includes the counties of **Orange, Seminole, Osceola** and **Lake**.
- **Revenue Limitations:** (Gross Revenues averaged over the preceding three (3) years)
  - Construction- \$5,000,000
  - Professional Services & Procurement of goods and services - \$2,000,000
- **Ownership and Control:** Must own at least fifty-one percent (51%) of the business, and control and manage the operations of the business on a daily basis.

# Local Developing Business (LDB) Program

- **Net Worth:** The Net Worth is defined as the sum of the fair market value of the interests owned by the individual in all assets. The Net Worth Limitation is \$750,000.

For purposes of establishing Net Worth, the following items will be excluded:

- The equity in the individual's primary residence up to \$500,000;  
and
- The equity in the business which is applying for the LDB status.

# Local Developing Business (LDB) Program-Benefits

- **Designated Mobilization Program (DMP):** To further promote the development of LDBs, the Authority makes available certain retainers and/or designated mobilization payments to LDB professional services, construction and procurement firms up to 5%. (*Certain restriction apply*)
- **Exclusive participation on LDB Direct solicitations:** Contracting Opportunities available only to certified LDB firms
  - Per GOAA Policy § 1200.01: minimum of 3 certified LDB firms that are ready, willing, and available.



# Capital Improvement Plan (CIP)

The objectives of the \$1.1 billion CIP are to upgrade and create new facilities that will resolve growth constraints and set the standard for excellence in customer service.



# Capital Improvement Plan (CIP)

- [www.tkgaaa.com/](http://www.tkgaaa.com/)



- [www.hpgaaa.com/](http://www.hpgaaa.com/)

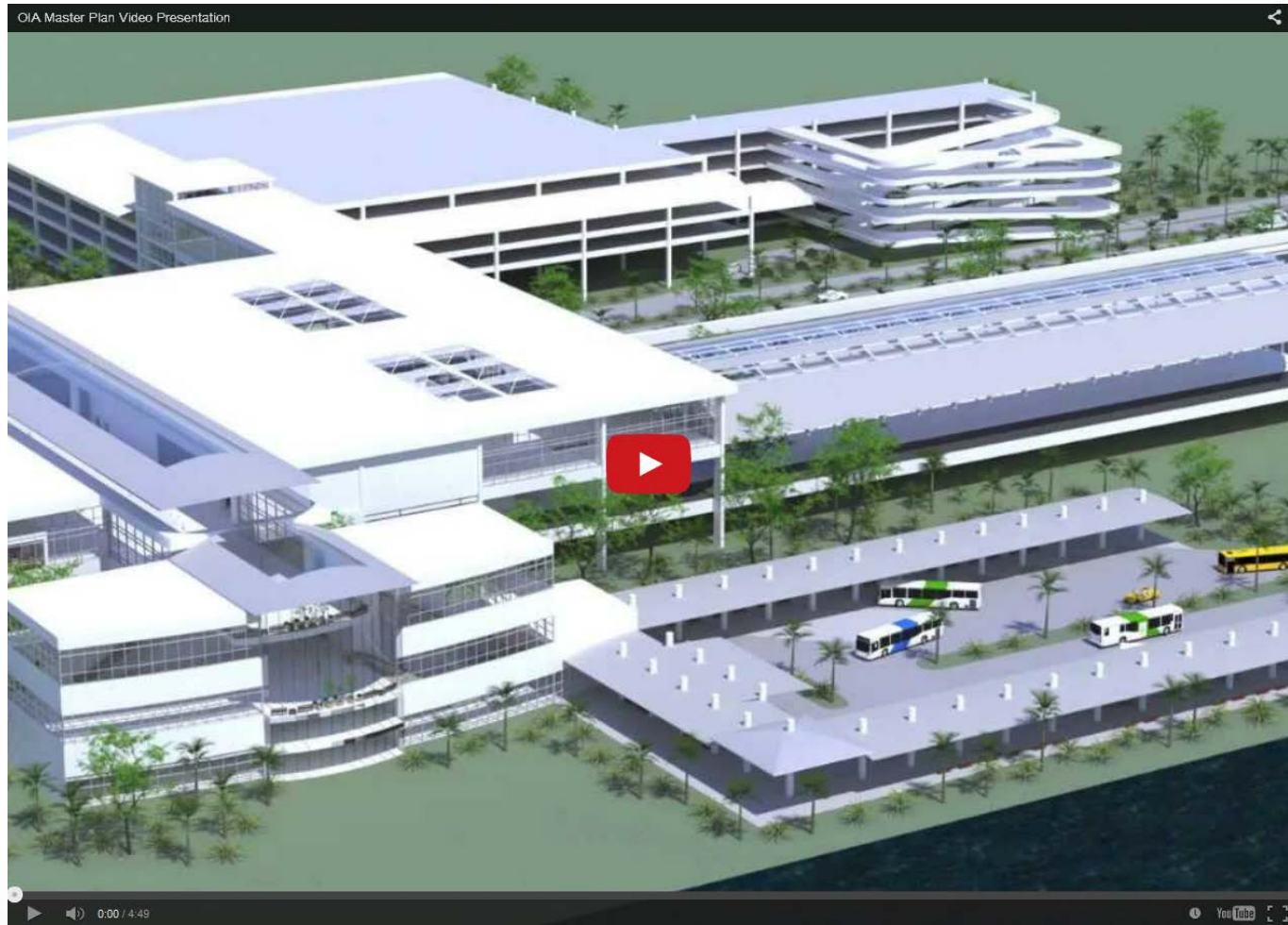


# Capital Improvement Plan (CIP)

- Maintain existing facilities to standards consistent with The Orlando Experience®
- [South Airport APM & Intermodal Facility](#)
- Modify and expand facilities to achieve ultimate North Terminal capacity of 45 million passengers
- Improve international processing to accommodate growth
- Develop facilities to generate non-aviation revenue



# South Airport Automated People Mover Project



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# Questions and Answers